Vendor: HP

Exam Code: HP3-C24

Exam Name: C24 - Pay For Print Sales

Version: DEMO
1. What is price protection?
A. protected prices for the supplies during the contract period
B. protected prices for service and supplies during the contract period
C. protected prices for the hardware during the contract period
D. protected prices for the hardware, service and supplies during the contract period
Answer: A

2. Why is HP currently not offering a dedicated pricing tool for the PFP program?
A. The calculations within the program are so simple that there is no need for a dedicated pricing tool.
B. The calculations can be done via the general HP contract calculator available at the HP Smart Portal.
C. The service provider does all contract calculations for the PFP partner.
D. Due to technical reasons the development of the tool was delayed, but HP will release a dedicated PFP pricing tool in 2011.
Answer: B

3. How is the turnover of the Pay for Print contracts reflected in the quarterly sell-out report from HP?
A. Pay For Print is considered and reflected like normal supplies business.
B. Pay For Print provides specific upfront-discounts, as a result the turnover cannot be reflected
C. Only if the partner is a member of the OPS contract sell-out program, the turnover is reflected as normal supplies business.
D. 50% of the contract turnover is reflected as normal supplies business.
Answer: A

4. How many invoices are sent to the customer during the lifetime of the contract?
A. 1
B. 12
C. 24
D. 36
Answer: B

5. How is HP Pay For Print invoiced?
A. The HP Pay For Print service provider issues a customer invoice at the end of the month on behalf of the partner.
B. The HP Pay For Print service provider issues a customer invoice once a quarter on behalf of the partner.
C. At the end of the contract period, the HP Pay For Print service provider issues a customer invoice.
D. Every quarter the Pay For Print service provider will inform HP to create the customer invoice.
Answer: A